

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-AUG-2002
EUROS IN '000'S
GLOBAL MEDIA (1)

PRODUCT	Jul Franchise Revenue	YTD (Jul) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	1,401	28,658	18,786	8,892	-	46,510	9,850	38,308	49,000	(10,692)	1,036	-
Total Advisory	1,401	28,658	18,786	8,892	-	46,510	9,850	38,308	49,000	(10,692)	1,036	-
HYCM	(953)	10,310	10,234	75	-	3,109	777	11,087	14,000	(2,913)	-	-
Leverage Loan Fees	-	10,139	885	9,254	-	43,942	23,526	33,664	14,000	19,664	-	-
Real Estate Investment Banking	(953)	20,448	11,119	9,329	-	1,036	-	-	-	-	-	-
Total Debt Products	(1,180)	28,023	34,597	(8,574)	-	48,083	24,303	44,761	28,000	16,761	-	-
Equity Underwriting	(1,180)	28,023	34,597	(8,574)	-	38,975	24,908	62,540	49,000	3,540	-	-
Restricted Securities / PPE	(1,180)	28,023	34,597	(8,574)	-	38,975	24,908	62,540	49,000	3,540	-	-
Total Equity	(1,180)	28,023	34,597	(8,574)	-	38,975	24,908	62,540	49,000	3,540	-	-
GM BCM JV	-	1,354	1,467	1,354	-	3,000	-	1,354	49,000	(1)	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	1,354	1,467	1,354	-	3,000	-	1,354	49,000	(1)	-	-
Principal Investing / PE Exceptions / Other	(107)	(802)	1,467	(1,467)	-	-	-	(802)	14,000	(12,648)	-	-
Total Legacy Portfolios / Cross Selling / Other	(107)	(802)	1,467	(1,467)	-	-	-	(802)	14,000	(12,648)	-	-
Total Corporate Finance Product	(849)	77,680	67,093	10,587	(392)	138,573	68,862	136,160	140,000	(3,850)	1,036	-

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) (D0103328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra *) (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	26	83	-	Oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	64	203	-	None
	L. berty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	225	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TWP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		1,401	28,658	-	
Total Advisory		1,401	28,658	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	EchoStar - HY offering (Hughes Electronics) (D016727)	(936)	(538)	-	NA SPON
	Entercorn Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None
Total HYCM		(963)	10,310	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	10,139	-	
Total Debt Products		(963)	20,448	-	

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue Aug	Franchise Revenue YTD(Jul)	Other Coverage Groups
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	-	4,823	None
	Digital River - block trade (4Q 01) (D016304)	-	-	85	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	204	-	2,208	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	-	-	4,553	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	-	4,732	None
	Internet Capital Group - IPO (D990806)	296	-	296	EUR TECH, NA CON
	JCDecaux - IPO (Project Fox) / Fox (D004897)	(1,629)	-	(1,629)	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	-	1,823	UK
	Leap Frog Enterprises - IPO financing (D016309)	643	-	643	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	-	9,141	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	(889)	-	(3,926)	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	-	3,638	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	172	-	917	None
	SONICblue - debt private placement (2Q 02) (D021165)	-	-	160	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	13	-	761	NA FIN SPO
Total Equity Underwriting		(1,180)	(392)	28,023	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	-	(0)	None
	iBeam mfm (M1574)	-	-	(1)	None
Total Restricted Securities / PPE		-	(1)	(1)	
Total Equity		(1,180)	(392)	28,022	
	AOL Time Warner Inc. - IG Bond (M3404)	-	-	141	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	-	133	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	-	86	None
	Walt Disney - IG Bond (M3182)	-	-	995	None
Total GM DCM JV		-	-	1,354	
	Comcast Cable - Strategic Lending Contract (M2222)	(47)	-	(355)	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(60)	-	(447)	None
Total Principal Investing / PE Exceptions / Other		(107)	-	(802)	
Total Legacy Portfolios / Cross Selling / Other		(107)	-	552	
Total Product		(849)	(392)	77,680	

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FRANCHISE - PIPELINE BY DEAL
AS OF 12-AUG-2002
EUROS IN 0003
GLOBAL MEDIA

Franchise Value											
PRODUCT	DEAL	PROBABILITY	Aug	Sep	Oct	Nov	Balance Of Year 2002	Future Years	Franchise Revenue Total	Probability Weighted Pipeline	
M&A	Acme Communications - general advisory (D006355)	25	-	-	-	-	1,295	-	1,295	324	
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	-	-	1,036	-	1,036	777	
	Boosey & Hawkes - divestiture advisory/defense & refinancing (D015359)	25	2,000	-	-	-	-	-	2,000	500	
	BusinessWire - general advisory (D005695)	25	-	-	-	-	5,596	-	5,596	1,399	
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	6,000	-	-	-	-	6,000	-	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	-	-	7,255	-	7,255	3,627	
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016089)	26	-	500	-	-	-	-	500	125	
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022236)	0	-	-	-	-	4,500	-	4,500	-	
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0	-	-	-	-	2,591	-	2,591	-	
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	-	-	-	-	5,000	-	5,000	1,250	
HYCM	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	4,000	-	-	2,591	-	2,591	648	
	TIM Brazil - Project Eiffel/Phase 2 (sale) / Eiffel - 2 (D024396)	0	-	-	-	-	-	-	4,000	1,000	
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	-	-	-	1,036	-	
	Total Advisory		2,000	10,500	-	-	4,145	1,036	47,547	9,850	
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	25	2,000	10,500	-	-	34,010	1,036	47,547	9,850	
	Comcast - acq mfg for AT&T Broadband (participant bank) (D020813)	50	1,865	-	-	-	-	-	1,865	933	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	80	-	-	-	-	-	-	36,869	17,929	
	Gray Communications acqn fin for Benedek Broadcasting (D022657)	75	3,109	-	35,859	-	-	-	3,109	2,332	
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75	3,109	-	-	-	-	-	3,109	2,332	
	Leverage Loan Fees		8,084	-	35,859	-	-	-	43,942	23,526	
Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	1,036	-	1,036	-	
	Total Debt Products		11,193	-	35,859	-	1,036	-	48,088	24,303	
	APAX/Hicks Muse - IPO of Yell plc (D020546)	90	-	1,658	-	-	-	-	1,658	1,492	
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	76	-	17,000	-	-	-	-	17,000	12,750	
	Blackboard - IPO (Q1 03) (D014712)	0	-	-	1,762	-	-	-	1,762	-	
	BSkyB - GBP 200 million convertible bond (D020298)	76	-	-	-	-	2,500	-	2,500	1,875	
	Salem Communications - secondary offering (3Q 02) (D024428)	75	1,555	-	-	-	-	-	1,555	1,166	
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000	
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	25	-	-	6,500	-	-	-	6,500	1,625	
	Equity Underwriting		1,555	18,658	8,252	-	10,500	-	38,975	24,908	
GM DCM JV	Total Equity		1,555	18,658	8,252	-	10,500	-	38,975	24,908	
	SES Global - Debt financing re GE Amerifon - Project Gerard / Gerard3 (D015996)	0	-	-	8,252	-	10,500	-	38,975	24,908	
	Total Legacy Portfolios / Cross Selling / Other		-	-	-	-	3,000	-	3,000	-	
	Product		-	-	-	-	3,000	-	3,000	-	
			14,747	29,168	44,120	-	48,547	1,036	137,609	68,862	

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-08-31 (Tue)
EUROS IN 000'S
Global Media

DEAL	PROB	JUL VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
BANKER						
Amling, Jeffrey						
DEAL						
Aurora Communications - General advisory (D012868)	N/A	-	1,032	-	-	-
Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	4,823	-	-	-
Echostar - General Advisory (Vivendi) (D018541)	N/A	-	8,886	-	-	-
Echostar - HY offering (Hughes Electronics) (D016727)	N/A	-	(538)	-	-	-
Echostar - acq advisory and financing (GM - HE) (D014601)	50%	-	-	-	7,255	-
Echostar - acq advisory and financing (GM - HE) (D014601)	50%	-	(145)	-	35,859	-
Ennis Communications - Block Trade (2Q 02) (D021989)	N/A	-	-	-	-	-
Entertainment Communications - secondary offering (1Q 02) (D020888)	N/A	204	2,206	-	-	-
Hughes/PanAmSat - Project Pelican/interim financing (1Q02 / Pelican 1 (D015968))	N/A	-	1,152	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	4,533	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	5,480	-	-	-
Radio One - Secondary offering (2Q 02) (D021881)	N/A	-	5,936	-	-	-
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	N/A	(889)	(3,926)	(392)	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D018235)	0%	172	917	-	3,000	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75%	-	1,206	-	-	-
IBiquity Digital - Private Placement (02 02) (D013707)	N/A	-	749	-	3,109	-
BANKER						
Austin, Geoffrey						
DEAL						
APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,658	-
Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
Johnston Press - Acq advisory for RIM / Pacific (D014213)	N/A	-	2,188	-	-	-
Johnston Press - rights issue for acq of RIM (D022644)	N/A	-	1,623	-	-	-
Johnston Press - \$680mm debt financing for RIM acquisition / Jupiter - (D014434)	N/A	-	1,960	-	-	-
Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25%	-	-	-	4,000	-
Yell - US\$40mm financing for acq of Moleod Publishing (D020465)	N/A	-	292	-	-	-
BANKER						
Carey, Charles						
DEAL						
Aurora Communications - general advisory (D012858)	N/A	-	1,032	-	-	-
Blackboard - IPO (Q1 03) (D014712)	0%	-	-	-	1,762	-
Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	4,823	-	-	-
Entertainment Communications - HY offering (1Q 02) (D020888)	N/A	-	1,152	-	-	-
Entertainment Communications - secondary offering (1Q 02) (D020128)	N/A	-	4,533	-	-	-
Leap Frog Enterprises - IPO financing (D016309)	N/A	643	643	-	-	-
MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	(889)	(3,926)	(392)	-	-
NextMedia Group - HY offering (2Q 01) (D013233)	N/A	-	(89)	-	-	-
Radio One - Secondary offering (2Q 02) (D021881)	N/A	172	917	-	-	-
Sinclair Broadcasting - HY offering (4Q 01) (D018235)	N/A	-	1,206	-	-	-
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	N/A	-	536	-	-	-
Sinclair Broadcasting - bank financing (3Q 02) (D021892)	75%	-	-	-	3,109	-
BANKER						
Graves, Daniel B.						
DEAL						
Adelphia Communications - HY offering (2Q 01) (D013200)	N/A	-	68	-	-	-
Alltrion Communications - General Advisory (News Ch 8) (D020686)	N/A	-	111	-	-	-
Gray Communications acq fin for Benedek Broadcasting (D022857)	75%	-	-	-	3,109	-
Lancemark Communications - general advisory/retainer 2001-02 (D014724)	N/A	64	203	-	-	-
Salem Communications - secondary offering (3Q 02) (D024428)	75%	-	-	-	1,555	-
Tribune Co - general advisory (radio assets) (D022234)	N/A	1,086	1,086	-	-	-
XM Satellite Radio - secondary offering (2Q 02) (D022418)	N/A	13	761	-	-	-
BANKER						
Lovegrove, Stephen						
DEAL						
APAX/Hicks Muse - IPO of Yell plc (D020545)	90%	-	-	-	1,658	-
Axel Springer/Kirch - Secondary offering - Project Annabelle / Annabelle (D022480)	75%	-	-	-	17,000	-
BSkyB - GBP 200 million convertible bond (D020298)	75%	-	-	-	2,500	-
Bertelsmann - Project Rock / Rock - (D014619)	N/A	-	2,010	-	-	-
Boosey & Hawkes - divestiture advisory/defense & refinancing (D014359)	25%	-	-	-	2,000	-
Deutsche Telekom - Sale options for 16% stake in SES (D011448)	0%	-	-	-	6,000	-
Impresario/Colina - pol merger of Impresario w/ Investec (Ice Cube) / Ice Cube (D015714)	N/A	26	83	-	-	-
JCDecaux - IPO (project Fox) / Fox (D004887)	N/A	(1,626)	(1,626)	-	-	-
JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	0%	-	-	-	-	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	25%	-	-	-	4,500	-
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	0%	-	-	-	3,000	-
SES Global - €700-1bn IPO - Project Gerard2 / Gerard42 (D013535)	75%	-	-	-	8,000	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-03-13 (Tue)
EUROS IN 000'S
Global Media.

BANKER	DEAL	PRODUCT	PROB	JUL VALUE	YTD JUL VALUE	AUG VALUE	2002 PIPELINE	FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Lovell, Nicholas	Impresa/Cofina - got merger of Impresa w/ Investec (Ica Cuba) / Ica cub (D015714) Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016081)	Merger Advisory Equity-Convertible Bonds	N/A N/A	28 -	83 3,638	- -	- -	- -	- -
Machnes, Bruce	Bentelmann - Project Rock / Rock. (D014519) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Gazprom - sale of Gazprom Media to Spunik Group (Asira) * (D013840) ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014682) ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996) Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Acquisition Advisory Fairness Opinion Fairness Opinion Valuation Merger Advisory Defense Advisory Bonds-Eurobonds Equity-IPO	N/A 25% N/A N/A N/A 25% 0% 25%	- - - 225 -	2,010 250 2,367 750 -	- -	- 500 -	- -	- -
Morris, J L Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020607) Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015859) Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015859) Pinnacle Holdings - general advisory (2001) (D010190) SpectraSite Holdings - Fairness Opinion (SBC) (D022702) TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121) TIM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024386) TV Globo - Project Waves / Waves ... (D013528)	Real Estate Advisory Bonds-Corporate High Yield Senior Bank Debt Divestiture Advisory Fairness Opinion Other M&A Advisory Divestiture Advisory Divestiture Advisory	0% N/A N/A 0% N/A N/A 0% N/A	- - - -	5,480 6,936 533 1,578 89	- -	1,036 -	- -	- 1,036
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006356) Data Transmission Network - bank/bond financing (3Q 02) (D022612) Galaxy Latin America - HY bond offering (1Q 01) (D020333) LIN Television - IPO (D020127) Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) Loews Cineplex Entertainment - HY Offering (4Q 01) (D014961) Young Broadcasting - general advisory (Kron Station) (D025304)	Bonds-Corporate High Yield Divestiture Advisory Bonds-Corporate High Yield Bonds-Corporate High Yield Equity-IPO Senior Bank Debt Bonds-Corporate High Yield Divestiture Advisory	N/A 25% 25% N/A N/A N/A 0%	- -	462 -	- -	1,295 3,109	- -	- -
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612) Loewe Cineplex Entertainment - exit financing (1Q 02) (D016576) Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield Senior Bank Debt Bonds-Corporate High Yield	25% N/A N/A	- -	1,930 527	- -	3,109 -	- -	- -
Thun-Hohenstein, Christian	Bentelmann - Project Rock / Rock. (D014519) Deutsche Telekom - Sale options for 16% stake in SES (D011448) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016059)	Acquisition Advisory Divestiture Advisory Fairness Opinion Fairness Opinion	N/A 0% 25% N/A	- -	2,010 -	- -	- 6,000 500	- -	- -
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BusinessWire - general advisory (D005685) Comcast - acq fncg for AT&T Broadband (participant bank) (D020613) Digital River - block trade (4Q 01) (D016304) Liberty Media - Acq opportunities in Europe (D016282) TMP Worldwide - Project University / University 1 (D013407) Walt Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Senior Bank Debt Equity-Secondary Acquisition Advisory Acquisition Advisory Bonds-Corp. Investment Grade	75% N/A 25% 50% N/A N/A N/A N/A	- -	2,563 -	- -	1,038 5,596 1,865	- -	- -
Yung, Sun J.	Comcast - acq fncg for AT&T Broadband (participant bank) (D020613) Icon Office Solutions - convertible offering (2Q 02) (D020657) SON/Chloe - debt private placement (2Q 02) (D021165) Scientific Atlanta - acquisition of BarcoNet-Project Baseball / Baseball (D013401) SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	Senior Bank Debt Equity-Convertible Bonds Equity-PIPE Acquisition Advisory Acquisition Advisory	50% N/A N/A N/A 25%	- -	4,732 180 1,524	- -	1,865 -	- -	- 2,591

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DB 000511

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-AUG-2002
- CUMULATIVE IN USD'S
- NAME MEDIA (1)

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Weighted(2)
M&A	1,150	21,011	10,986	10,025	-	24,510	6,775	27,788	25,650	2,136	1,036	-
Total Advisory	1,180	21,011	10,986	10,025	-	24,510	6,775	27,788	25,650	2,136	1,036	-
HYCM	(553)	10,310	10,234	75	-	3,109	777	11,087	7,330	3,757	-	-
Leverage Loan Fees	-	7,865	885	6,981	-	43,842	23,526	31,392	7,330	24,062	-	-
Real Estate Investment Banking	-	-	-	-	-	1,036	-	-	-	-	-	-
Total Debt Products	(553)	18,176	11,119	7,057	-	48,088	24,303	42,479	14,660	27,819	-	-
Equity Underwriting	439	24,391	17,814	6,578	(392)	3,316	1,166	25,165	25,650	(485)	-	-
Restricted Securities / PPE	-	(1)	145	(146)	-	-	-	(1)	-	(1)	-	-
Total Equity	439	24,389	17,959	6,430	(392)	3,316	1,166	25,164	25,650	(486)	-	-
GM DCM JV	-	1,354	-	1,354	-	3,000	-	1,354	7,330	(5,976)	-	-
Legacy PE / Telecom / LA Portfolio - NIM	-	-	1,467	(1,467)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(107)	(802)	-	(802)	-	-	-	-	-	(802)	-	-
Total Legacy Portfolios / Cross Selling / Other	(107)	553	1,467	(915)	-	3,000	-	553	7,330	(6,776)	-	-
Total Corporate Finance Product	528	64,128	41,531	22,587	(392)	78,315	32,244	95,981	73,250	22,691	1,036	-

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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DB 000512

FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Landmark Communications - general advisory/Retainer: 2001-02) (D014724)	64	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		1,150	21,011	-	
Total Advisory		1,150	21,011	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	482	-	NA FIN SPO
	Echostar - HY offering (Hughes Electronics) (D016727)	(936)	(538)	-	NA SPON
	Entercorn Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	-	None
Total HYCM		(953)	10,310	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,936	-	NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
Total Leverage Loan Fees		-	7,866	-	
Total Debt Products		(953)	18,176	-	
	Cumulus Media - secondary offering (2Q 02) (D022516)	-	4,823	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	204	2,206	-	None
	Entercorn Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	4,732	-	None
	Internet Capital Group - IPO (D990806)	296	296	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	643	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	9,141	-	NA FIN SPO

FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Jul (889)	Franchise Revenue YTD(Jul) (3,926)	Franchise Revenue Aug (392)	Other Coverage Groups
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	172	917	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	160	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	13	761	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	-	-	NA FIN SPO
Total Equity Underwriting		439	24,391	(392)	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtm (M1574)	-	(1)	-	None
Total Restricted Securities / PPE		-	(1)	-	
Total Equity		439	24,389	(392)	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	1,354	-	
	Comcast Cable - Strategic Lending Contract (M2222)	(47)	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(60)	(447)	-	None
Total Principal Investing / PE Exceptions / Other		(107)	(802)	-	
Total Legacy Portfolios / Cross Selling / Other		(107)	552	-	
Total Product		529	64,128	(392)	

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Franchise Value

PRODUCT	DEAL	PROBABILITY	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
			Aug	Sep	Oct	Nov	Balance Of Year 2002	Future Years		
	Acme Communications - general advisory (D006355)	25	-	-	-	-	1,295	-	1,295	324
	AT&T Broadband - general advisory (Project Twist & Shout / Twist & Sh (D010328))	75	-	-	-	-	1,036	-	1,036	777
	BusinessWire - general advisory (D005665)	25	*	*	*	*	5,595	-	5,595	1,399
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	*	*	*	*	7,255	-	7,255	3,827
	Pinnacle Holdings - general advisory (2001) (D010190)	0	*	*	*	*	2,591	-	2,591	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25	*	*	*	*	2,591	-	2,591	848
	TIM Brazil - Project Eifel/Phase 2 (sale) / Eiffel - 2. (D024369)	0	*	*	*	*	-	1,036	1,036	-
	Young Broadcasting - general advisory (Kron Station) (D025904)	0	-	-	-	-	4,146	-	4,146	-
M&A			-	-	-	-	24,510	1,036	25,547	6,776
Total Advisory			-	-	-	-	24,510	1,036	25,547	6,775
HTCM	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	25	3,109	-	-	-	-	-	3,109	777
			3,109	-	-	-	-	-	3,109	777
	Comcast - acq fmg for AT&T Broadband (participant banks) (D020813)	50	1,865	*	*	*	-	-	1,865	933
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	*	*	*	*	35,859	-	35,859	17,929
	Gray Communications acqn fm for Benedek Broadcasting (D022657)	75	3,109	-	-	-	-	-	3,109	2,332
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	75	3,109	-	-	-	-	-	3,109	2,332
Leverage Loan Fees			8,084	-	-	-	35,859	-	43,942	23,526
Davis & Partners - Transmission Tower in Brooklyn (D020807)		0	-	-	-	-	1,036	-	1,036	-
Real Estate Advisory			-	-	-	-	1,036	-	1,036	-
Total Debt Products			11,193	-	-	-	1,036	-	48,988	24,303
	Blackboard - IPO (Q1 03) (D014712)	0	-	-	-	-	-	-	1,762	-
	Salem Communications - secondary offering (3Q 02) (D024428)	75	1,555	*	*	*	-	-	1,555	1,166
Equity Underwriting			1,555	-	-	-	-	-	3,316	1,166
Total Equity			1,555	-	-	-	-	-	3,316	1,166
SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015986)		0	-	-	-	-	3,000	-	3,000	-
GM DGM JV			-	-	-	-	3,000	-	3,000	-
Total Legacy Portfolios / Cross Selling / Other			-	-	-	-	3,000	-	3,000	-
Product			41,747	-	-	-	28,847	1,036	79,953	32,244

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-08-13 (Tue)
EUROS IN 000'S
NA Media

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	1,032	4,823	-	-	-
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,886	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	N/A	-	(538)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014001)	Acquisition Advisory	50%	-	-	-	7,255	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	-	(145)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	60%	-	-	-	35,899	-
	Emmis Communications - Block Trade (2Q 02) (D021959)	Block Trade	N/A	204	2,206	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Senior Bank Debt	N/A	-	5,938	-	-	-
	MediaNation - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	-	-	(392)	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	(886)	917	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	172	-	-	3,000	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,208	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%	-	-	-	3,109	-
	IBiquity Digital - Private Placement (2Q 02) (D013707)	Private Placement-Equity	N/A	-	749	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Blackboard - IPO (Q1 03) (D014712)	Equity-IPO	0%	-	-	-	1,762	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	4,823	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entertainment Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Leap Frog Enterprises - IPO financing (D015309)	Equity-IPO	N/A	843	643	-	-	-
	MediaNation - HK\$445.8mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(889)	(3,926)	(392)	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	(69)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	172	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,208	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%	-	-	-	3,109	-
Graves, Daniel B.	AlphaGraphics Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-	-
	Alibition Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	-
	Gray Communications acqn fin for Benedek Broadcasting (D022657)	Senior Bank Debt	75%	-	-	-	3,109	-
	Landmark Communications - general advisory (Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	64	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	75%	-	-	-	1,555	-
	Tribune Co - general advisory (radio assets) (D002334)	Divestiture Advisory	N/A	1,086	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	13	781	-	-	-
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	1,036	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859)	Senior Bank Debt	N/A	-	5,938	-	-	-
	Primacore Holdings - general advisory (2001) (D010180)	Divestiture Advisory	0%	-	-	-	2,681	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
Morris, J L Matcolm	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1, (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	1,036
	TIM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2, (D024386)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013528)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	1,295	-
	Data Transmission Network - bankbond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,109	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	9,141	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016876)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Senior Bank Debt	N/A	(17)	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	4,146	-
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	1,295	-
Silver, Ellen L.	Data Transmission Network - bankbond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,109	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016876)	Senior Bank Debt	N/A	-	1,930	-	-	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
 2002-08-13 (Tue)
 EUROS IN 000'S
 NA Media

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE (17)	YTD JUL FRANCHISE VALUE 527	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Triffo, Dyan	Young Broadcasting - HY Offering (4Q 01) (D014861)	Bonds-Corporate High Yield	N/A	-	-	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	-	1,036	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	2,863	-	-	-
	BusinessWire - general advisory (D005635)	Divestiture Advisory	25%	-	-	-	5,593	-
	Comcast - acq fring for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,865	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	65	-	-	-
	Liberty Media - Acqn opportunities in Europe (D016262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Comcast - acq fring for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,865	-
Yung, Sun J.	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	4,732	-	-	-
	SONICblue - debt private placement (2Q 02) (D021165)	Equity-PIPE	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of BarcoNet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	Acquisition Advisory	25%	-	-	-	2,591	-

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-AUG-2002
EUROS IN 000'S
EUROPE MEDIA (I)

PRODUCT	Jul Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BAW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
MEA	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	28,920	(18,388)	-	-
Total Advisory	251	7,647	10,406	(2,759)	-	22,000	2,875	10,522	28,920	(18,388)	-	-
HYCM	-	-	-	-	-	-	-	-	8,265	(8,265)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	8,260	(5,997)	-	-
Total Debt Products	-	2,273	-	2,273	-	-	-	2,273	10,525	(14,252)	-	-
Equity Underwriting	(1,629)	3,632	19,703	(16,071)	-	35,653	23,742	27,375	28,920	(1,545)	-	-
Total Equity	(1,629)	3,632	19,703	(16,071)	-	35,653	23,742	27,375	28,920	(1,545)	-	-
GM DCM JV	-	-	-	-	-	3,000	-	-	8,265	(8,265)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	3,000	-	-	8,265	(8,265)	-	-
Total Corporate Finance Product	(1,378)	13,552	30,109	(18,597)	-	80,653	26,617	40,169	82,630	(42,451)	-	-

Notes:

- 1) Fees are included within the group on the basis of senior bank involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	26	83	-	Oth. Eur., PORTUGAL
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	225	750	-	EUR TECH
Total M&A		251	7,647	-	
Total Advisory		251	7,647	-	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	2,273	-	
Total Debt Products		-	2,273	-	
	JCDecaux - IPO (project Fox) / Fox (D004897)	(1,629)	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,623	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	-	3,638	-	FRANCE
Total Equity Underwriting		(1,629)	3,632	-	
Total Equity		(1,629)	3,632	-	
Total Product		(1,378)	13,552	-	

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FRANCHISE - PIPELINE BY DEAL
AS OF: 12-AUG-2002
EUROS IN 000'S
EUROPE MEDIA

Franchise Value											
PRODUCT	DEAL	PROBABILITY	Aug	Sep	Oct	Nov	Balance Or Year 2002	Future Years	Franchise Revenue Total	Probability Weighted Pipeline	
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	25	2,000	-	-	-	-	-	2,000	500	
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	6,000	-	-	-	-	6,000	-	
	Fininvest - valuations (Focus) / Focus (ex-Silimfast) (D016089)	25	-	500	-	-	-	-	500	125	
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	0	-	-	-	-	4,500	-	4,500	-	
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250	
	Taylor & Francis-acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022941)	25	-	4,000	-	-	-	-	4,000	1,000	
			2,000	10,500	-	-	9,500	-	22,000	2,875	
Total Advisory											
			2,000	10,500	-	-	9,500	-	22,000	2,875	
Equity Underwriting	APAX/Hicks Muse - IPO of Yell pic (D020545)	90	-	1,658	-	-	-	-	1,658	1,492	
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	75	-	17,000	-	-	-	-	17,000	12,750	
	BSkyB - GBP 200 million convertible bond (D020298)	75	-	-	-	-	2,500	-	2,500	1,875	
	SES Global - 4700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	8,000	-	8,000	6,000	
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	25	-	-	8,500	-	-	-	6,500	1,625	
			-	18,658	6,500	-	10,500	-	35,658	23,742	
Total Equity											
			-	18,658	6,500	-	10,500	-	35,658	23,742	
GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	0	-	-	-	-	3,000	-	3,000	-	
Total Legacy Portfolios / Cross Selling / Other											
			-	-	-	-	3,000	-	3,000	-	
Product											
			2,000	29,158	6,500	-	23,000	-	60,658	28,517	

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-08-13 (Tue)
EUROS IN 000'S
Europe Media

BANKER	DEAL	PRODUCT	PROB	JUL FRANCHISE VALUE	YTD JUL FRANCHISE VALUE	AUG FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	APAX/Hicks Muse - IPO of Yell plc (D020545)	Equity-IPO	90%	-	-	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Asira) / Asira * (D013840)	Valuation	N/A	-	2,367	-	1,858	-
	Johnston Press - Acq advisory for RIM / Pacific. (D014213)	Acquisition Advisory	N/A	-	2,188	-	-	-
	Johnston Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,623	-	-	-
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	Senior Bank Debt	N/A	-	1,980	-	-	-
	Tajir & Friends - acqn of Xluwer Academic Publishing (Kafka) / Kafka (D022841)	Acquisition Advisory	25%	-	-	-	4,000	-
	Yell - US\$40mm financing for acqn of Molead Publishing (D020465)	Senior Bank Debt	N/A	-	292	-	-	-
	APAX/Hicks Muse - IPO of Yell plc (D020545)	Equity-IPO	90%	-	-	-	1,858	-
	Axel Springer/Kron - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	75%	-	-	-	17,000	-
	BskyB - GBP 200 million convertible bond (D020286)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
Lovegrove, Stephen	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Borssey & Hawkes - divestiture advisory/defense & refinancing (D016359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice Cub (D015714)	Merger Advisory	N/A	-	83	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004867)	Equity-IPO	N/A	26	(1,629)	-	-	-
	ProSieben - acquisition advisory - Project Daedalus / Daedalus. (D022235)	Acquisition Advisory	0%	-	-	-	4,500	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-IPO	75%	-	-	-	8,000	-
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice Cub (D015714)	Merger Advisory	N/A	26	83	-	-	-
Lovel, Nicholas	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018081)	Equity-Convertible Bonds	N/A	-	3,638	-	-	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	Fairness Opinion	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Asira) / Asira * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	Merger Advisory	N/A	225	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015998)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	Equity-IPO	25%	-	-	-	8,500	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
Macinnis, Bruce	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	8,000	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	Fairness Opinion	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Slurfast) (D018089)	Fairness Opinion	N/A	-	250	-	-	-
Thun-Hohenstein, Christian								

